

# The Sunday Herald.

And Weekly National Intelligencer.

SUNDAY, MAY 24, 1891.

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## A SUCCESS IN BANKING.

### HOW THE FIRM OF WOODS & CO. HAS PROSPERED.

#### Its New Home in the Midst of the Business Activity of F Street—Some of the Inducements Which the Firm Offers to Patrons and Investors.

The firm of Woods & Co., organized for general banking business last July, opened their establishment on the first floor of 1106 F street. The active members of the firm are Mr. Thomas E. Woods and his son, H. T. Woods, both of whom are well trained in banking affairs. The project was the conception of the latter, and it was principally through his efforts that it finally took shape. With a strong financial backing the company began operations, and its immediate success proved the foresight of the venture. A large number of accounts were at once opened with them and their business became prosperous. The location of the firm was so convenient to many large mercantile houses in the vicinity that, although they already had accounts with other banks, they opened new ones with Woods & Co. A thoroughly safe and practical method of transacting business impressed their customers with a feeling of security, and their business began to increase to such an extent that in order to accommodate the public the subject of seeking more commodious quarters and obtaining greater facilities was talked of. This was last November, not six months after the firm first opened its doors. Such rapid advancement speaks well for the firm. About a month later W. B. Moses, whose tenants they were, notified them of his intention to tear down the building in which they were located, as he proposed enlarging his present store. The question of new quarters then became one of necessity. The success with which the firm had met at the outset impressed them with the idea that there was an opening in that locality for a large bank of first-class standing, which could meet the demands of the growing business on F street. The numerous real estate firms on that thoroughfare, the continual investment of capital from all over the United States, and the formation of large real estate syndicates made the outlook such that the idea met with the approval of the firm.

In order to make the venture more secure before completing final arrangements the assurance was obtained from many large operators that the bank would receive their support. The question of location was the most difficult one, and it was nearly a month before the present site at No. 1222 F street was obtained. A long lease was secured from the late Dr. May and the reconstruction was at once begun. It took but a short time comparatively to make the big change, owing to the rapid work which was done. Saturday, the 18th of April, the building was prepared for occupancy, and on Monday morning the doors of the new bank were thrown open. In this way not a day was lost.

Though the firm has been in its new quarters but little over a month their success is already assured. Their business was actually more than they could handle, and for some time it was necessary to work far into the night posting the new accounts. This bank affords an excellent opportunity for the many Government clerks in the city who desire to open an account with a small amount. It is the intention of the firm to make a specialty of these accounts. An account of \$5 can be opened with them, and in this manner a beginning made which can be added to as the ability to do so presents itself.

Thus an account may be opened with Woods & Co. which many banks would refuse to accept and the money of those whose means are not so great intrusted for safe-keeping. A number of ladies have also transacted their business through the medium of this new bank. Ladies desiring counsel or advice on financial matters or the investment of their money will find the firm courteous and obliging and ever ready to afford them whatever aid lies within their power.

#### CORRESPONDENTS IN OTHER CITIES.

The facilities of the bank are unexcelled and its advantages of the best character. Its connections in other cities are with the prominent firms of each. In New York they deal with the Interstate National Bank of New York and Blair & Co., on Wall street. In Chicago their business is performed by the Metropolitan National Bank, while in Baltimore J. J. Nicholson & Sons are their correspondents. Each of these firms has an excellent standing and reputation in the respective cities in which they are located, and to have business relations with them is a recommendation in itself. These connections give Woods & Co. unexcelled advantages for keeping in touch with all financial questions and giving their patrons the benefit of the knowledge they acquire through them. It is on these firms that Woods & Co. draw their bills of exchange in

those cities, while arrangements are being made to have their connections more extensive. The inducements which the bank offers to depositors or investors are of the most advantageous character.

#### INTEREST BEARING DEPOSIT CERTIFICATE.

A safe and sure investment is offered in the interest bearing certificates of deposit, of which they are making a special feature. These certificates are issued for any amount desired, the interest to be paid either monthly, quarterly, or annually, as desired. Investors are offered every advantage, and money on approved collateral is loaned in any amount. The location of the bank is an advantage to

lend an element of success. Mr. Woods and his son, who carry on the active work of the establishment, are business men of well-known reputation. They have had a wide experience in banking and financial affairs and are painstaking to the last degree. They are enterprising and energetic. They keep themselves thoroughly posted in all local operations and are always up with the times. Their methods of transacting business are strictly practical, and the success which has attended them is an indication that business men generally approve of them.

#### THE FIRM'S NEW QUARTERS.

The building in which the new banking firm took up its quarters on the 19th day of April,

the front and back walls are numerous windows, which give excellent ventilation besides furnishing plenty of light. The windows are all heavily barred with wrought iron, worked in fancy and unique patterns. The walls and ceiling are rough plastered and frescoed in a dark, rich maroon color, which imparts to the room a glow of cheerfulness seldom found. The wood-work and furniture is in keeping with the main color, being highly polished cherry. A high wainscot of this wood surrounds the room, and the desks and counters are finished in the most artistic manner, the whole main counter being surrounded by fancy wrought-iron screens.

At the south end of the room, behind the

"Woods & Co., Bankers." The other outside trimmings are of the same stone, which contrasts very strikingly with the bright red brick, a large portion of which is carved, composing the front.

The entrance is an arched doorway, on either side of which are arched windows all protected with grills. Above the stone bearing the firm's name are seven more arched windows, which furnish an abundance of light and good air to the main room. Directly in the rear of the banking-room are the well-furnished private rooms of the firm, where one will always find Mr. Woods prepared to transact business with them. The building has that appearance of security and substantiality which is to be seen in all well-regulated banks, and the firm can well take pride in the venture which has proven so successful. In the remodeling and refitting of the building over \$10,000 were expended. The firm entered their new quarters on the 20th of April, since which time their steady advance has been very marked. They stand prominent in the ranks of the prominent banking establishments in this city.

#### A TALK WITH MR. H. T. WOODS.

"Our bank," said Mr. H. T. Woods, of Woods & Co., "though in its infancy, has been successful to a degree that we did not anticipate in such a short time. Our business has rapidly increased since we entered our new quarters, and the public has given us liberal patronage. The opportunity we offer to those whose means are not very great has already been taken advantage of by a large number, and the benefits cannot but be evident to those who understand it. I refer to our readiness to open accounts with any respectable person for an amount as small as \$5. This is not an advantage to us, but we offer to open such accounts for the accommodation of our patrons. To start a bank account, no matter how small, is a benefit to any one. It is an encouragement to the formation of a habit of putting money away, saving it, and at the same time adding to it, instead of having it within reach so that it can be easily obtained and more easily spent. Hundreds, yes, thousands of dollars are literally thrown away in this city each year simply because they think the amount too small to put in a bank for safe keeping."

"There are many people in this city who have a small surplus over their expenses every week or month who carry it around in their pockets and consequently spend it. These are the persons to whom we offer an opportunity to commence putting their earnings away, a habit which once formed is lasting and cannot do otherwise than accomplish excellent results."

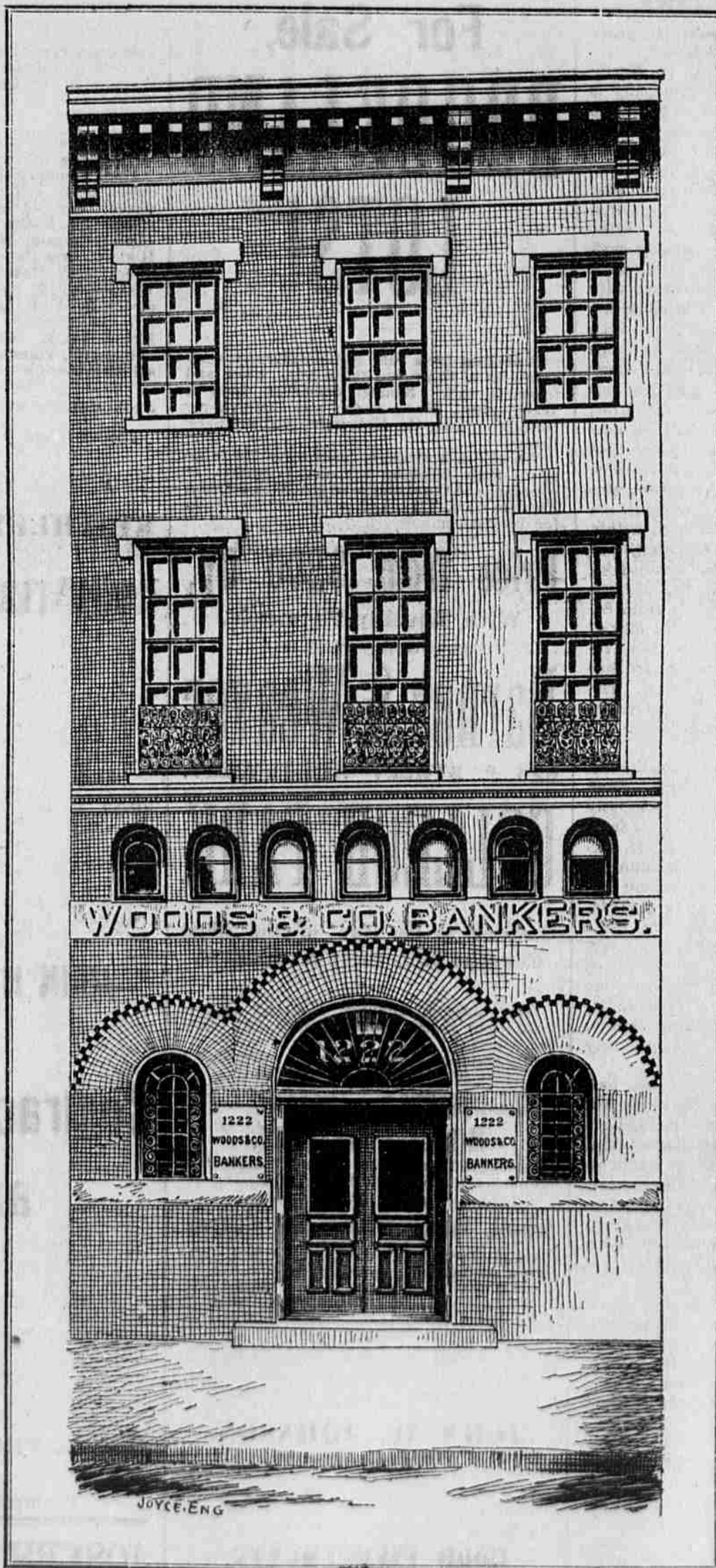
"If a bank which was willing to accept deposits of this character were at hand a large majority of these persons would take advantage of it and place their savings in it. Then, too, this method affords a chance for children and youths to begin early in life the custom of putting away each week or month, or whenever they can, a certain amount."

"The simple possession of a bank-book gives one an idea of self-reliance and self-importance which in a young person is a factor of immense importance. Such a person would soon acquire a pride in their bank account which they would increase as their deposits grow larger. This very start in keeping an account gives an early insight into banking methods and the manner of transacting business. This early training is invaluable to a young person."

"For young men especially the idea of establishing a bank account is of the utmost importance. There are many young men in this city who live at home and whose expenses amount to very little who could not do better than to begin the habit of putting away regularly each week a stated amount of their salary. The benefits of this must be apparent to every one. To be sure, it might be argued against this that children or young men would become grasping and grow up into avaricious men and women, but there is little danger of such a result nowadays. The tendency, I think, is rather in the opposite direction. All the danger lies the other way. Especially is this true in a city like Washington, where there are so many ways to spend money and dissipate. Carelessness in money matters and prodigality are two of the greatest evils of the times, and every means which will teach the young people to save is bound to exert a beneficial influence."

"Another opportunity we offer is our interest-bearing certificates of deposit. These certificates are a sure and safe investment. When a person signifies his intention of taking out one, we do not open a bank account with him, but give him a receipt, which is practically a time note. For instance, if one should say 'I will not want to use this money for a month or six months or a year or any length of time,' we issue to him one of these certificates, allowing him a note of interest according to the time the money is deposited. On demand, however, the money can be withdrawn, and under these circumstances we allow 3 per cent. per annum for the length of time the money is on deposit. For instance, if a person wishes to buy a house and has cash while he is looking around the money can be safe, and at the same time draw interest."

"We also transact business for people who have money to loan on real estate. We conduct the business details of all transactions, and our own attorney looks after the titles and prepares abstracts, etc., thus relieving the loaner from the worry and trouble of the routine work."



itself, and an accommodation to its patrons. Situated as it is, in the very heart of the business houses of the city, it must necessarily secure a large share of their trade. Such has proven to be a fact, for many of the leading firms along F street have opened accounts with them. The firm is accommodating in every way, and the public has responded with merited recognition. The bank has improved the street upon which it is located and advanced the price of property in its neighborhood. It has added an attractive building and affords facility for the business men which previously did not exist.

#### THE MEMBERS OF THE FIRM.

Besides the business advantages which this bank controls, the personal characteristics of the members of the firm

and which had been specially fitted up for them in a remarkably short space of time, while not as imposing a structure as other of the fine business buildings on F street, is handsome in architectural appearance and admirably fitted for the uses to which it has been put. It is, as already known and stated, on the south side of F street, between Twelfth and Thirteenth streets, No. 1222. This is the very heart of the business centre of the city, in every way convenient of access.

The main office, the dimensions of which are 20x50 feet, is an extremely handsome room, and affords every advantage for the transaction of the extensive business conducted by this firm.

The ceilings are very high, and at the top of

counter, is the large fire and burglar-proof vault, and the safe which it incloses is of the most approved pattern. The doors of the vault are provided with all the requisites to resist the gay and festive burglar, such as time locks and burglar alarms, while strong iron braces still further protect it, and it is safe to say that there is not a safer, more substantial, and better protected bank building in the city.

The exterior of the building itself is a strong, imposing, and attractive-looking structure, which adds greatly to the appearance of the street on which it is located. It is four stories in height, and the front is constructed of select brick, across the front of which runs a panel of Ohio bluestone, upon which, in bold relief, in large Roman letters, is inscribed,